

"DOLLARS and SENSE"
By H. J. Barrett.

How Hopkins Saved 4 Hours a Day at the Estimate Desk.

Drummond, general manager of the Edison Company, held some rather unusual views. Among other peculiarities, he believed that he could size up a man's abilities from his appearance.

"Some men are natural salesmen," he said. "Others belong at a desk. Whenever I see a red-checked, hale and hearty, beefy type I know that he can sell goods. The more anaemic, serious types, on the other hand, make good desk men. They're conscientious, masters of detail, generally nervous and seldom sociable enough to make good mixers."

Which theory was the cause of great annoyance to young Hopkins at the estimate desk. For Hopkins, though a very competent desk man, was extremely anxious to get outside. But because Drummond considered him a living example of his theory as applied to desk men, he was denied the opportunity.

"No, Hopkins," said Drummond. "In the first place, you're holding down your position to perfection, and in the second place I don't believe you can sell goods. Just stay inside and in a year or two I'll appoint you as credit man. Or, if you prefer, I'll handle that department now, but we really need a man to give his entire time to it."

It was in vain that Hopkins pleaded that the confinement of an office job was injuring his health. Drummond was determined to keep him inside.

One day an idea occurred to the young man, but he said nothing about it to Drummond. Five minutes' conversation with Whitehead, the office manager, sufficed to obtain permission to develop his plan.

"Mr. Whitehead, for years we've been throwing away valuable time at the estimate desk," said Hopkins. "As the specifications for each new job were submitted, I've figured out independently just as Grant taught me to. This has meant a constant duplication of labor. Now then, I want to index the carbons of all estimates submitted so that in cases of jobs resembling each other, as many of them do, I can merely turn to the proper page, transfer the figures bodily to the current estimate with the slight addition or subtraction necessary, thus saving myself a great deal of time."

"That sounds good to me," said Whitehead. "Try it."

At noon of the first day's trial of the new system Hopkins found his day's work completed. Entering the general manager's office, he said: "Mr. Drummond, if I could devise a system of handling my job so that I could do a day's work in four hours would you give me a couple of weeks' trial outside for the balance of my time?"

"Well, if you put it up to me that way I suppose I've got to give my consent," was Drummond's response. "But it's impossible. No man has ever held your job on a half day's time."

"I'm doing it right now," replied the young man, and explained the situation.

"See the sales manager," said Drummond briefly.

Equipped with price lists and all necessary data, Hopkins devoted his afternoons for the next two weeks to covering the outlying city territory.

And soon the results of his efforts were apparent. He made good a month later, another man was put on the estimate desk and Hopkins was assigned a regular territory. A year later, as city salesman, holding territory and commissions combined, he tallied just three times his salary at the estimate desk. And Drummond's faith in his physiological theories is considerably shaken.

A Woman Photographer Specializes on Children's Portraits and Succeeds.

"After leaving college I worked for some years in a studio," said a successful woman photographer, "before starting in business for myself. There were plenty of establishments in the medium-sized city I selected for the plunge, so I concluded to specialize on youngsters. I seemed to have a knack at handling their poses and I could see that there was a market in it for any one who could corral the juvenile clientele."

"But I found it difficult to become established. Day after day I sat in my studio waiting customers. And steadily my little bank balance was becoming depleted."

"Finally, one day in an odd moment, I watched on a little art show a photograph as a fine art and sent it to a local newspaper accompanied by several rather unique

photographs, mostly of children. I handled the subject in a popular, non-technical fashion, introduced plenty of humor, and, to my delight, it was published under my name. For it I received a \$20 check.

"This publicity brought me a few customers, and among them was a woman who served on the committee of one of the local women's clubs. Discovering that I was something of an authority on the history of art and was particularly well posted on the English portrait men, Raeburn, Romney, Reynolds, &c., she suggested that I deliver a lecture to her club. The thought of speaking in public nearly gave me heart failure, but I could not afford to surrender the opportunity. I prepared the lecture, taking good care to inject several references to my own profession, and delivered it successfully. The next day I was invited to give a talk to the club members brought their children to be photographed. Soon my reputation was established and I've had plenty of business ever since."

YOUNG GOMPERS BURIED.
Services for Sailor Killed in Harb' Held at Navy Yard.

Federal services were conducted at the United States Naval Hospital in Brooklyn yesterday over the body of William Columbus Gompers, the young sailor who was killed recently by insurgents while aboard the battleship at Washington at 17½ Gompers, with several other sailors.

was fired on while trying to subdue the natives. Gompers lived with a widowed mother before he joined the navy at No. 107 Stockton Street, Brooklyn, where a number of relatives assembled yesterday afternoon. From there they went to the Navy Yard, where the funeral service was read. A rabbi conducted the ceremony. After a squad of ten bluejackets had fired a salute the body was taken to the National Cemetery at Cypress Hills and there buried.

PRESCRIBED BY DOCTORS
Lydia E. Pinkham's Vegetable Compound, an honest, tried and true remedy for feminine ills, holds the record for the largest number of actual cures of any similar remedy, and is prescribed and recommended by hundreds of fair-minded doctors who do not fear to recommend a worthy medicine, even though it is advertised.—Adv't.

B. Altman & Co.
An Extraordinary Sale of Oriental Rugs for which unprecedented preparations have been made, is now in progress.

The wearing qualities of these Rugs are unreservedly guaranteed by B. Altman & Co.

Very remarkable price advantages are being offered.

A Reduction Sale of Bungalow and Morning Dresses (of washable cotton materials) has been arranged for to-morrow (Tuesday). It will comprise practically the entire remaining stock, reduced to the exceptionally low prices of \$1.45, \$2.25 & \$3.00 (Department on the Second Floor)

An interesting offering now being made in the Sports Goods Department consists of a limited number of Imported Golf Clubs (autographed) and Tennis Rackets of popular makes, all of which are marked at one-third less than the usual selling price.

Specially featured in the regular stock of this Department are Tennis Rackets, including the "Alsam" Racket, manufactured exclusively for B. Altman & Co.; Waterproof Racket Covers of tan canvas, bound with leather; Racket Presses; Marking Tapes, etc.

Caddy Bags of canvas, leather-trimmed, with or without hood.

B. Altman & Co.
The Newest Sweaters and Sweater Coats for Women, Misses and Children are an interesting feature of the advance styles for Autumn now displayed on the Second Floor. The assortment includes Sweaters of silk jersey, knitted silk, crepe de Chine, wool jersey, etc.

Fifth Avenue-Madison Avenue, 34th and 35th Streets New York

GREENHUT'S
J. B. GREENHUT COMPANY.
"THE BIG STORE"
BOTH SIDES SIXTH AVE., 18th TO 19th STREET

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Trustees' Sales
(By Order of the United States District Court)
We Cannot Guarantee to Fill Mail or Telephone Orders on These Items

You Should Buy Furniture NOW!
When Economies Are Not Less Than 10% and All the Way Up to 50%

Right through our immense stocks it is safe to say that the average economy is 25%. And you have a choice of several thousand pieces of furniture of good quality (not the specially purchased kinds for "sale purposes").

Stroll through our Annex Building and see the two floors filled with specials during the semi-annual sale which is now in progress. Among the leading bargains for tomorrow are—

\$9 Golden Oak Chiffoniers—\$5.95	\$12.50 Golden Oak Dressers—\$8.45	\$30 Golden Quartered Oak China Closets—\$22.50	\$5 All-Cotton Mattresses—\$3.35
Five drawers; all wood trimmings; made of solid oak; 10x16 upright French plate mirror.	Three large drawers; all wood trimmings; 18x20 French beveled mirror; made of solid oak; construction and finish good.	Square ends; heavy claw feet; neatly carved top.	45 lbs. to the full size; covered in art ticking; all regular sizes.
\$11.50 Golden Oak Dressers—\$7.75	\$16 Golden Quartered Oak China Closets—\$12.50	\$60 Three-Piece Tapestry Wing Suits—\$35	\$8 Regis Woven Wire Springs—\$5.25
Three large drawers; all wood trimmings; made of solid oak; shaded top; 36 inches long; 14x24 French beveled mirror.	Sheraton design; three grooved shelves; full swell front and ends.	Library or living-room suites; upholstered in tapestry. Suite consists of settee and two armchairs.	Very high-grade spring; well made and constructed; close-woven wire and high riser.
\$7.50 White Enamel Mattresses—\$5.95	\$2.50 All-Cotton Mattresses—\$1.95	\$100 Four-Piece Tapestry Suits—\$55	\$28 Quartered Golden Oak China Closets—\$16
Continuous posts, with high sides; automatic foot drop; link spring.	To fit cribs; covered in fancy art ticking; sizes 2.6x4.6.	Solid mahogany frames; suite consists of settee, armchair, rocker and side chair.	Full swell end and swell front; four grooved shelves; beautifully ornamented.

\$16.50 to \$20 Suits \$13.95
For Men and Youths—Sale....

One of the most extraordinary offerings of the season. All carefully selected models in a wealth of choice materials, including popular Cassimeres, Worsted and Fancy Mixtures.

The tailoring is faultless; every suit beautifully finished; half or full lined. More than half the suits in this sale can be worn well into November. All sizes for men and youths.

Men's \$3 to \$4 "Kingly" Trousers, at \$2

By great odds the finest ready-to-wear trousers on the market to-day. Handsome Worsted, Cassimeres and all-wool Blue Serges. Trousers for business and dress occasions. All sizes.

Boys' \$1 to \$3 Wash Suits 49c, 79c and 95c

This Summer's best styles in excellent fabrics. Every suit guaranteed. Sizes 2½ to 7 years.

Boys' 39c to 50c

Blouses, Overalls, Cloth Bloomers, Pants, Also Oliver Twist Pants, Sizes, 2½ to 8 years, at 25c

New and Novel!
A Convertible Bracelet Watch at \$4.95

A dainty little timepiece which can be converted into a bracelet or worn separately as a watch on chain or pin.

The watch and bracelet are 10-year, gold-filled. The watch has a seven-jeweled adjusted movement; white and gold dials.

SEE THIS NOVELTY!

Women's 98c Leather Hand Bags 79c

Popular styles; nicely made of Goat Seal, Morocco Grain and Crepe Seal leathers; mounted on oxidized metal frames.

Some of these bags are leather lined and fitted with purse and mirror.

\$11 "Panama Special" Traveling Trunks \$7.95

Corking good trunks; duck covered; bound with hard fibre; solid braced malleable iron clamps and corners; all riveted; two stout sole leather straps over top; linen lined; two trays. Sizes 32, 34 and 36 inches.

\$5.95 "Oxford" Traveling Bags \$3.95

Genuine cowhide; solid brass lock and catches; sewed corners; strong handle; leather lined; 14, 15, 17 and 18 inch sizes.

Men's 50c Neckwear at 29c

Stylish, large, open-end four-in-hands, also bat-wing ties; plain colored satin striped crepe; also attractive variety of designs in stripes and figures. Sale tomorrow.

Women's \$1 and \$1.25 Pure Silk Hosiery at 69c

This is the season's best opportunity to lay in a supply of fine, high-class hosiery way under price. Black, white and fancy colors. Regular and out sizes. Superb quality (slight imperfections).

\$3.95 to \$5 Summer Dresses \$1.98
For Women and Misses; In Tuesday's Sale, at

It is more than likely that you will not have a better opportunity this season to buy Summer dresses so desirable in style and material for so little money.

The fashions are favorites, and dresses for many Summer occasions may be chosen from this lot.

Materials are: VOILES, in novelty checks, fancy figures and coin dots; also BLACK VOILE FOR MOURNING WEAR.

In the collection you will find a great variety of styles—pointed collars of sheer lawn, vetees, silk girdles. Many dresses with three-flounce skirts. Some of the smartest dresses in this sale are in pretty combination effects where two materials of contrasting color have been effectively combined. All sizes for women and misses. Sale tomorrow.

Women's 2 White Canvas Shoes and Pumps, at 79c

Popular styles. Excellent quality white canvas. THE HIGH SHOES in button style only. THE LOW SHOES in Pumps and Two-Strap Effects. Every pair with Goodyear welted leather soles. Sizes 1 to 4½; B and C widths only.

Misses' and Children's White Canvas Pumps, at 59c

Former selling prices to \$1.25. Practically all sizes from 8 to 11.

Squire's Chester Brand Bacon, lb. 22c

Save money on these Groceries. The best in quality—absolutely! Every item a special. It will pay you to buy a sufficient supply for the remainder of the month. Mail and Telephone orders filled promptly. Telephone Chelsea 4000.

BUTTER—Fountain quality; the most delicious fresh butter obtainable; 1 lb. price, 34c; 5-lb. sealed, \$1.69	STRAINED TOMATO—Redden's brand; doz., 30c; 5 reg. 5c cans; M & C R E L L—Macaroni; assorted; new importation; 10c doz.; 11 reg. 15c oval can	PURE PEPPERS—whole spices for pickling; lb., 24c; freshly made; PEANUT BUTTER—MacLaren's; 6 lbs., 20c; reg. 10c jar, 5c	ROLLED OATMEAL—Mother's brand; doz., 30c; 2 reg. 5c packages; F R E S H MACARONS—plain coconut or raisin coconut; usually 25c a lb.; special, 15c
COCA—freshly ground pure cocoa; 4 lbs., \$1.25	COFFEE—freshly roasted Golden Santos; 10 lbs., \$1.75; 16c 5½ lbs., \$1.10	R I P E OLIVES—California brand olive; doz., \$1.14; 3 tall cans, 50c	NEW POTATOES—the best sections in the market; net, \$1.05; bushel 60-lb. bag, 85c; 23c peck, 15 lbs.
COFFEE—Circle Brand; roasted daily in our Coffee Department; 2½ lbs., \$5.45; 34c; 5 lbs., \$1.10; 10c	SNOW M E L L O W—for letag salves, cake filling, marzipan, desserts; doz., 50c	PURE JELLY—Eddy's Quince and Apple; 6 glasses, 60c; reg. 15c boxes; HOMINY—Quaker brand Pearl; reg. 72c large package; 15c	NOT-A-BEED California seedless raisins; doz., \$1.45; 9c 2 packages; 25c
T E A 5—Tetley's India-China, Formosa Oolong or mixed tea; ¼ or ½ lb. neat packages; 49c usually 60c; special, 10c	PRACHES—Kanehl brand Calf; forms yellow circle packages; case 2 doz., \$3.45; 15c	SCOTCH OATMEAL—Robinson's; imported; 8-lb. can, 63c; 2-lb. can, 27c	MARSHMALLOW PUFF—Hartley's brand; Vanilla, Strawberry, Chocolate, Maple; large can, 24c; reg. size can, 10c

50 Green Trading Stamps
Free Tomorrow with Purchase of \$1 or More—Present Coupon

CUT OUT THIS COUPON
IT IS GOOD TOMORROW ONLY

This Coupon is good for 50 (FIFTY) "S. & H." Green Trading Stamps FREE with purchases of \$1 or more, tomorrow, Tuesday, August 17.

These 50 FREE Stamps are of the same kind as those which you would ordinarily obtain with your purchases. J. B. GREENHUT Co. Eve. World, 8-16-15.

White Goods
A Few of Tomorrow's Rousing Specials

7c and 8c Muslins—at, a yard 5c
5,000 yards of bleached and unbleached muslins of superior quality. Full yard wide.

79c Bed Sheets—Full Size, at, each \$48c
Extra heavy quality; all-round thread, soft-finished bleached muslin. Torn size 81x90.

\$3.95 Bed Spreads—\$2.45
Clearway of an odd lot of satin finish bed spreads for single and full size beds.

50c and 75c Renaissance Centerpieces—at, each .29c
Several hundred in various pretty styles. Some slightly soiled.

39c Mercerized Table Damask—yard .24c
Choice of five patterns; 58 inches wide; satin finish.

25c to 35c White Goods—Yard, Tuesday, 14c
White Dotted Crepes, White Woven Dotted Ratines, Fine White Voiles (40 and 44 inches wide), White French Batiste Lawns (47 inches wide), White Linen Lawns (40 inches wide), also many other novelty fabrics; choice, yard 14c

Millinery
In Advance Fall Styles
Lovely Trimmed Hats
Very Special at
\$7.50, \$10, \$12 and \$20

Also Special for Tuesday
—a Collection of Trimmed Hats at \$5
Wonder values—that's all!

\$1 & \$1.25 Blouses of White Voile and Black Silk, Tuesday, at 79c

It's a rule here when size ranges are depleted a clearance sale invariably follows—that's why tomorrow's price is 79c instead of \$1 and \$1.25.

THE WHITE BLOUSES are of self-striped or plain voiles; elaborately trimmed or tucked and hemstitched. New rolling collars; some lace edged.

Also quite a number of Blouses of lawn in flesh color. THE BLACK JAP SILK BLOUSES have rolling collars—you will find these very cool. Black only.

Come—find your size and partake of these bargains.

Wash Goods

8c Standard Apron Gingham—pure indigo dye fast colors; all the wanted checks; yard .08c

3,000 Remnants of Washable Dress Fabrics—formerly 12½c, 15c and 19c; at, yard .08c

The most favored washable fabrics included in various styles and qualities.

50c Silk and Cotton Crepe de Chine—36 inches wide; black and all the prevailing colors; at, a yd. 34c

Limited to 500 15-Piece China Tea Sets 98c

Complete at

Dainty imported egg-shell china sets; hand decorated; pink or violet color floral designs with beaded edge.

A teapot, sugar and cream and six cups and saucers make up the 15 pieces.

\$6.50 Art Glass Gas Domes Tuesday, at \$4.50

Very handsome 7-panel gas domes, made of 21 pieces of art glass in rich amber, green or Nile green, ruby diamonds and beaded fringes to match. Complete with Wash-bach outfit. These domes measure 22 inches in diameter.

\$2.25 Two-Light Gas Chandeliers, at \$1.65

Substantially made chandeliers in a rich gilt finish; 19 inches spread and 36 inches in length; complete with ring and pillar, tip and beautiful gas globe.

\$3 Three-Light Chandeliers (Same as Above), at \$2.10

Housewares
A Few of Tomorrow's Items

\$1 Aluminum Sauce Pan—with cover and long handle; 3- quart size; at 69c

\$1.50 Curtain Stretchers—119 movable pins; at \$1.19

\$1.80 Stepladder Chairs—140 hardwood varnished. \$1.40

\$16.75 Apartment House Refrigerators—50 inches high; ice capacity about 65 lbs.; zinc-lined pro- vision chamber; at \$12.75

\$19.25 Apartment House Refrigerators—50 inches high; ice capacity about 65 lbs.; white enamel lined provision cham- ber; at \$14.50

\$26.50 Golden Oak Kitchen Cabinet—top consists of 1 large compartment, 3 shelves, sugar cabinet, flour sifter; base consists of sliding top covered with nickeloid, 1 large and 2 small compartments, and 2 drawers and kneading board, at \$16.95

GRAND RAPIDS FURNITURE
FREE BRASS BED With Every Purchase of \$75

\$1 A Week OPENS AN ACCOUNT CREDIT TERMS

\$3.00 Down on \$50.00	5.00 " " 75.00
7.50 " " 100.00	10.00 " " 150.00
15.00 " " 200.00	25.00 " " 300.00

APARTMENTS FURNISHED COMPLETE FROM \$50 TO \$500
Open Saturday Evenings
164 ST. L STATION AT CORNER

FISHER BROS COLUMBUS AVE BET. 103 & 104 ST